

PHILIP MORRIS
YEAR END SALES PROJECTIONS
(FY 215.3)

Y.T.D 12/11	199.6
12/18	5.0 125% ALLOCATION
 TOTAL	 204.6

OFFER:

REQUIRED	10.7b
275% (12/21-31)	11.7b
 80% = 9.4	 214.0
85% = 10.0	214.6
90% = 10.5	215.1
92% = 10.8	215.4
95% = 11.1	215.7

OFFER:

REQUIRED	10.7b
300% (12/21-31)	12.7b
 80% = 10.2	 214.8
85% = 10.8	215.4
90% = 11.4	216.0
92% = 11.7	216.3
95% = 12.1	216.7

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